

Legal Sector Breakfast Briefing

14 May 2024



Legal Sector Breakfast Briefing

Welcome & Introduction

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Armstrong Watson



Legal Sector Breakfast Briefing

- 09:00 - Welcome
- 09:05 - Briefing
- 10:00 - Q & A
- 10:30 - Close



FOR THE LOVE OF LAWYERING

How To Balance Being A Lawyer
With The Business Of Lawyering

The Unstuck Lawyer®

'when one of those days is everyday'

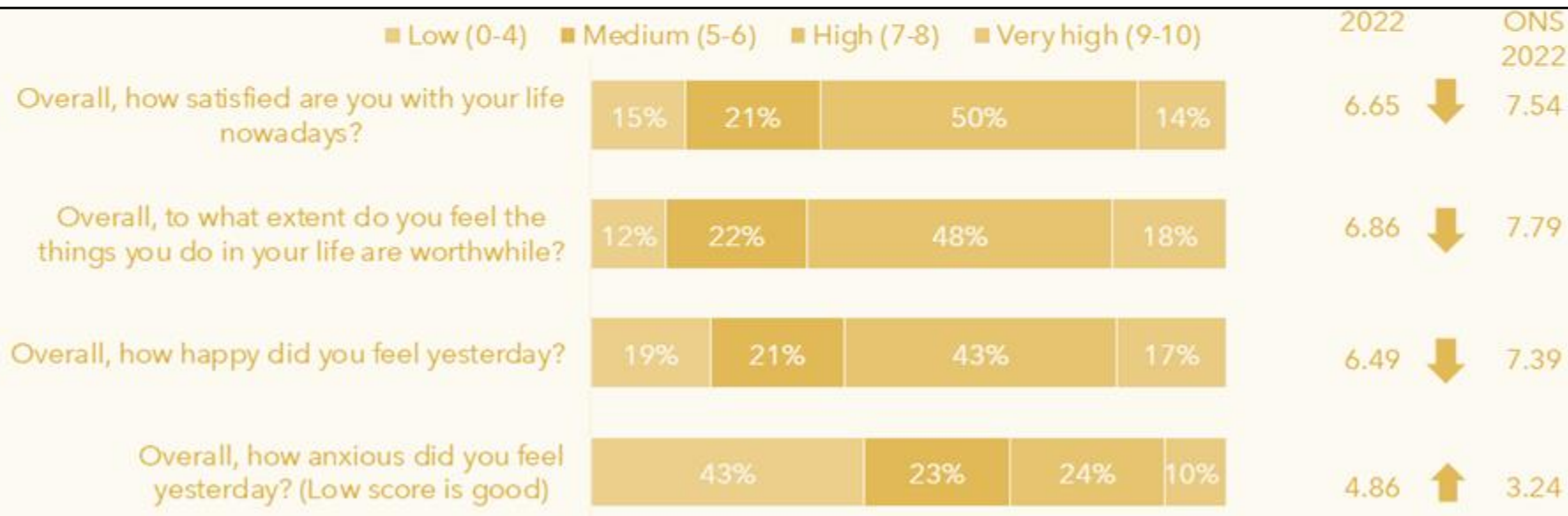


Solicitors score lower than the UK average on all positive measures of wellbeing, and are more likely to rate their anxiety higher ²⁰²³



Summary: Solicitors score LOWER than the AVERAGE population on all positive measures relating to WELLBEING and are more likely to rate their ANXIETY HIGHER.

Other interesting stats: Increase from 54% to 76% in working OUTSIDE of contracted hours & increase from 35% to 54% find it DIFFICULT TO RELAX in their personal time because of thinking about work.



Me

- Employment solicitor, partner, sole practitioner for 20 years
- Litigation, business development, leadership, fee-earning targets
- Coaching law firm founders, owners, partners since 2016



What would you like to leave
with this morning?

How comfortable does it feel to..?

THE CHALLENGE

Outcomes



Our 8 Inner Influencers

- Critic
- Perfectionist
- Imposter
- Peacekeeper
- Saviour
- Pessimist
- People pleaser

Models & Beliefs

What impact do you think these might have on hours of work or success of a firm?

Time Impact



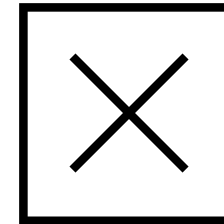
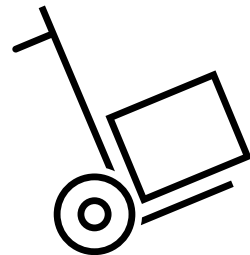
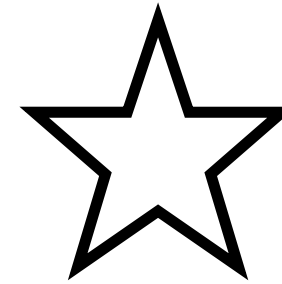
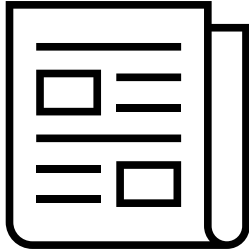
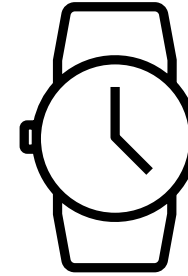
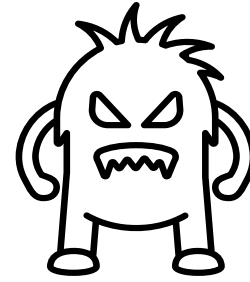
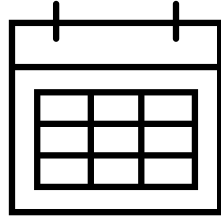
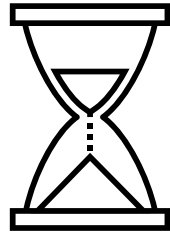
Why would you..?

- go home early
- ask for help
- start the marketing/networking
- delegate
- speak to that person who is not performing / or is being unkind
- charge clients fully
- do things in a timely manner
- say no, not now, or use time management tools
- take time off

When you could..

- stay in control, ensure standards are exact, stay safe
- avoid all conflict – teams answer emails
- undercharge clients to reduce the risk of arguments
- make sure no-one thinks less of you
- use your phone to feel some relief
- do the easier tasks and feel good
- do the client work which is known and avoids delays
- ensure you avoid causing anyone else any worry or pain
- avoid the worry and unpleasantness of taking time off

Leadership/Firm Impact



You/Firm



THE OPPORTUNITY



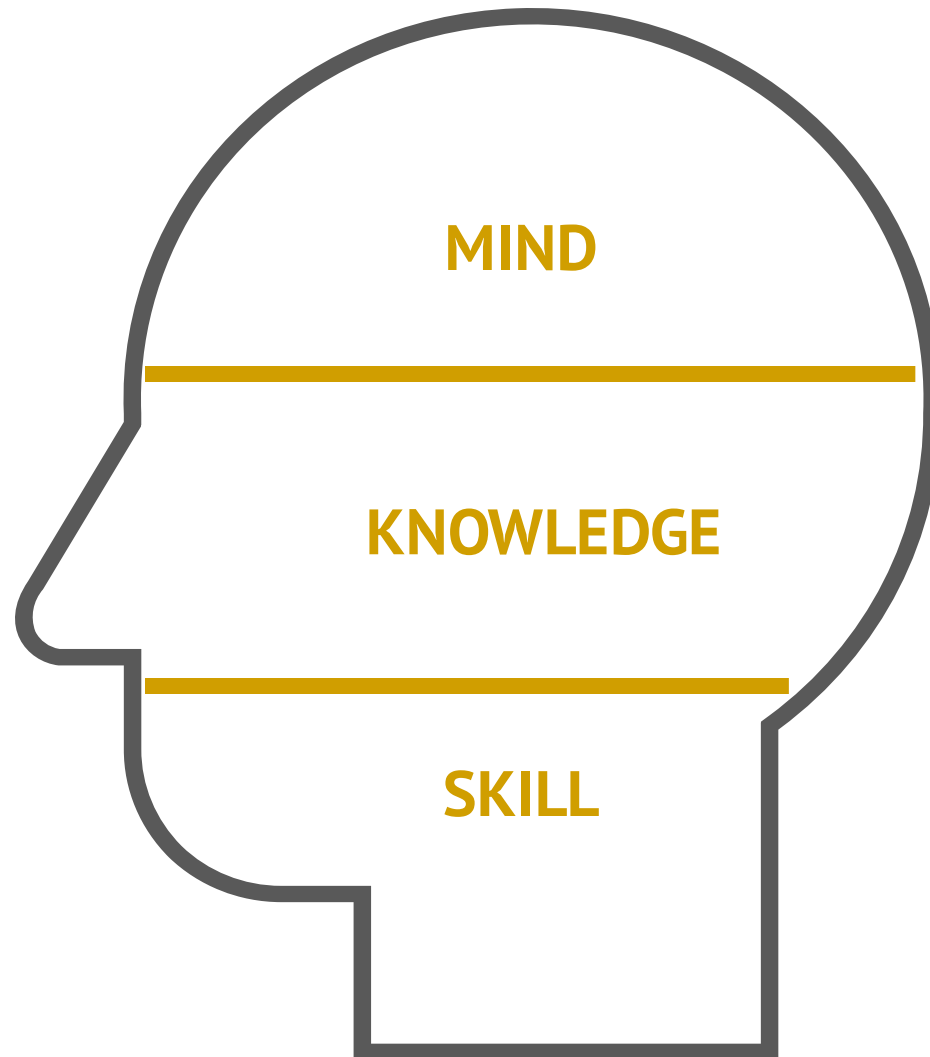
Awareness

Change

Results

THE COMPONENTS

Components



Mind

Successful time management is....

*Which means I cannot do it
because....*

Knowledge

- Goals
- Genuine urgent (Eisenhower Matrix/Notifications)
- Prioritisation (Eisenhower/Traffic Lights)
- Triggers (External/Internal)
- Barriers and derailments
- Tools

Skills

- Priorities/MIT's
- Batching work
- Project vs task
- Procrastination tactics
- Delay / Delegate / Delete
- Effective to-do lists and estimates
- Protected deep-work time
- Known but unknown tasks
- No and look ahead

THE ACTION PLAN



1: IDENTIFY

2: CHOOSE

3: REVIEW

Which action could
make the **biggest**
difference **right now?**





Questions?



What has been most valuable?



What is your next step?

How to stay in touch – find out more

Book a call



simona@simonahamblet.com

Linked, Facebook, Instagram, Newsletter

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Questions and Conclusion

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